

That's a Wrap 2021!

The team at Armillary Private Capital are now winding down as another year comes to an end, giving us time to reflect on our collective experiences. Unfortunately, we can't ignore the impacts of COVID-19 on our economy, however, as always, we can be confident that we will get through this together.

We celebrate another successful year, bringing in new talent, expanding our business and continuing to grow alongside our clients. We have seen a substantial amount of activity occur, with a surge of entities seeking to raise capital to support the rapid growth of their business. Multiple mergers and acquisitions have seen entities combine to increase scale in their respective sectors and some entities going through restructures.

We have been able to engage with our clients in more innovative ways using the digital technologies available to us to keep the momentum going. Zoom meetings have become the dominant method of engagement, shifting away from traditional in-person settings. What this tells us is that we can remain responsive and adaptive as the environment around us changes.

Earlier this month we published our Armillary Private Capital Return on Capital Employed ('ROCE') report. We have seen very promising results from the New Zealand economy. Within the Private Companies segment, we see the top three performing sectors were Information Technology, Consumer Discretionary and Financials with returns of 27.1%, 15.7% and 9.3% respectively. More detail is provided in the full report [available here](#).

We will continue to keep you updated via social media, emails and on our website: armillary.co.nz



AUCKLAND

Level 15, 12-26 Swanson Street
PO Box 3156
Auckland

T: +64 9 280 3161

WELLINGTON

Level 2, 142 Featherston Street
PO Box 105-926
Wellington

T: +64 9 280 3161

Highlights and Current Activity

2021 has brought Armillary many exciting opportunities, which included advisory and capital market engagements. A few of our recently completed engagements include:

- Earthcare Environmental Group: Advisory on the merger of Earthcare; a council waste collection and private green waste collection company with Smart Environmental.
- Izon Science: A second capital raise for a high-tech company which specialises in repeatable, standardisable and scalable Nanobiological Isolation and Analysis, headquartered in Christchurch.
- Software Education: Advisory for the acquisition of SoftEd; a coaching and advisory business that focuses on training businesses by Skills Consulting Group.
- Switched on Group: Advisory on the 50% sale of this well-established building and maintenance company by leading iwi; Ngati Toa.



Leon Grandy
Joint Managing Director

Current engagements include:

- Boutique organic dairy company based in the North Island. Currently products are stocked in fine food shops and selected supermarkets, seeking 15-18m of capital for growth and to meet local demand.
- Equity raise for an Auckland based company, focused on reducing vehicle emissions, seeking up to \$5.0m
- Sale of a leading ship repair and marine engineering service business, known to provide services to both local and international companies.
- Equity raise for a food and beverage franchise retail and supply group established globally, with majority of operations in the UK and Ireland, currently listed on the NZX.
- Merger of a successful Marlborough based winery, distributed locally and in the Australian market.
- Capital raise for a specialised aged care provider, currently looking to develop a facility in the lower North Island due to high demand.

Investment Opportunities

AUCKLAND

Level 15, 12-26 Swanson Street
PO Box 3156
Auckland

T: +64 9 280 3161

WELLINGTON

Level 2, 142 Featherston Street
PO Box 105-926
Wellington

T: +64 9 280 3161

People movements

New team additions

We are very proud to welcome Sam Finnigan and George Lourantos to the Armillary Private Capital team.



Sam Finnigan
Senior Analyst

Sam returns to Auckland after having spent two years in British Columbia. Prior to this, he worked as a senior auditor for BDO in Auckland before joining SkyCity as a financial analyst.

Sam holds a Bachelor of Commerce in Accounting and Finance from the University of Otago, is a Chartered Accountant accredited by CAANZ and is a participant in the CFA Program having passed CFA Level 1.



George Lourantos
Group Finance Manager

George comes from Deans & Associated LTD, where he was a Senior Client Manager with a demonstrated history of working in the accounting industry. Skilled in tax preparation, tax accounting, income tax, Xero, and financial accounting.

George holds a Bachelor of Commerce and Administration in Accounting and Commercial Law from Victoria University of Wellington, in addition is a Chartered Accountant accredited by CAANZ.

AUCKLAND

Level 15, 12-26 Swanson Street
PO Box 3156
Auckland

T: +64 9 280 3161

WELLINGTON

Level 2, 142 Featherston Street
PO Box 105-926
Wellington

T: +64 9 280 3161

Signing off till next year

The Armillary team wish you all a Merry Christmas and safe holiday season! We look forward to working with you in 2022!

Our Christmas Hours:

We close for the festive season from Friday, 24 December 2021 and return to the office on Monday, 10 January 2022.

Unlisted Securities Exchange:

Armillary continues to operate and manage the [USX platform](#), which has a total market capitalisation of c. \$3.2bn. If you are interested in finding out more about the USX or its Issuers, please [get in touch](#)!

Investment Opportunities:

We also have a wide range of [investment opportunities](#) available for you to invest in right now. If you are interested in any of these opportunities, please [contact us](#).



AUCKLAND

Level 15, 12-26 Swanson Street
PO Box 3156
Auckland

T: +64 9 280 3161

WELLINGTON

Level 2, 142 Featherston Street
PO Box 105-926
Wellington

T: +64 9 280 3161